

Zip Code: 95124

Daniel Pizano

e-PRO, International Diamond Society
408-460-8401
www.DanielPizano.com
daniel.pizano@cbtnorcal.com



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

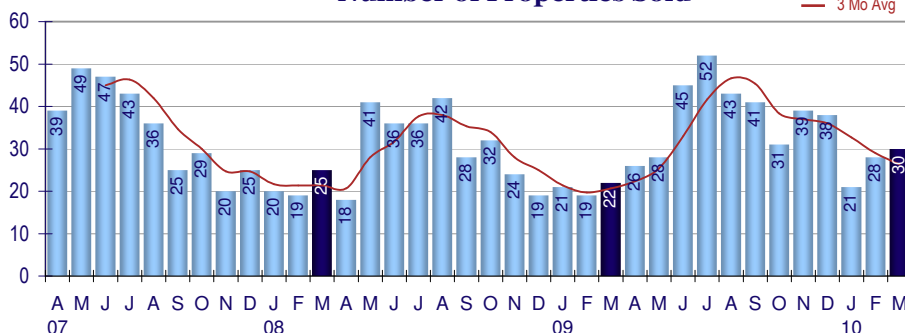
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,000	↑		↑				
Average List Price of all Current Listings	\$709,513	↑		↑				
March Median Sales Price	\$640,000	↑		↑	\$630,000	↑		↑
March Average Sales Price	\$644,630	↓	↔	↑	\$641,042	↑		↑
Total Properties Currently for Sale (Inventory)	73	↑		↓				
March Number of Properties Sold	30	↑		↑	79	↑		
March Average Days on Market (Solds)	16	↓	↓	↓	27	↓		↓
Asking Price per Square Foot (based on New Listings)	\$416	↓	↔	↑	\$415	↑		↑
March Sold Price per Square Foot	\$419	↑	↑	↑	\$412	↑		↑
March Month's Supply of Inventory	2.4	↓	↓	↓	2.7	↓		↓
March Sale Price vs List Price Ratio	101.2%	↑	↑	↑	101.2%	↑		↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

March Property sales were 30, up 36.4% from 22 in March of 2009 and 7.1% higher than the 28 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 79 are running 27.4% ahead of last year's year-to-date sales of 62.

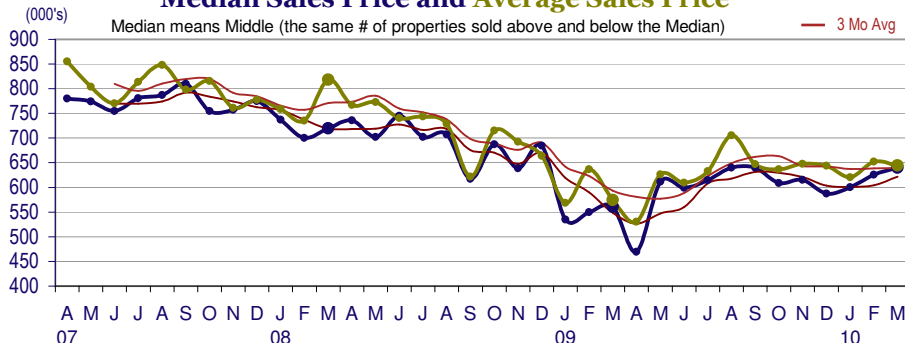
Number of Properties Sold



Prices

The Median Sales Price in March was \$640,000, up 14.1% from \$560,750 in March of 2009 and up 2.3% from \$625,500 last month. The Average Sales Price in March was \$644,630, up 12.2% from \$574,568 in March of 2009 and down -1.2% from \$652,464 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

Median Sales Price and Average Sales Price

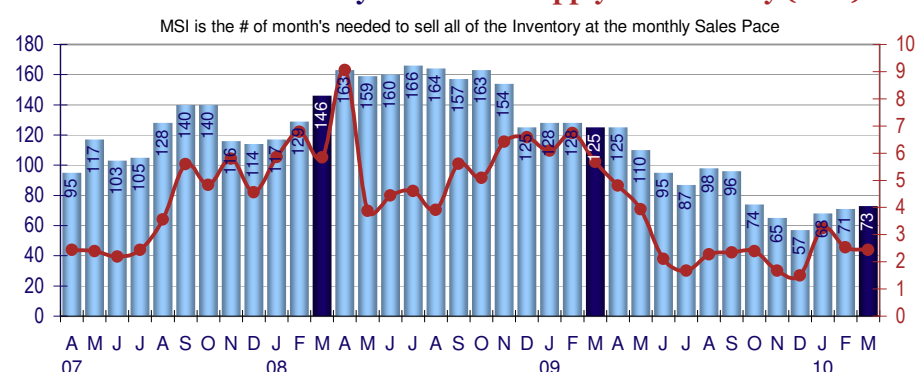


Inventory & MSI

The Total Inventory of Properties available for sale as of March was 73, up 2.8% from 71 last month and down -41.6% from 125 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 2.4 months was at its lowest level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



Zip Code: 95124

Daniel Pizano

e-PRO, International Diamond Society
 408-460-8401
 www.DanielPizano.com
 daniel.pizano@cbtnorcal.com

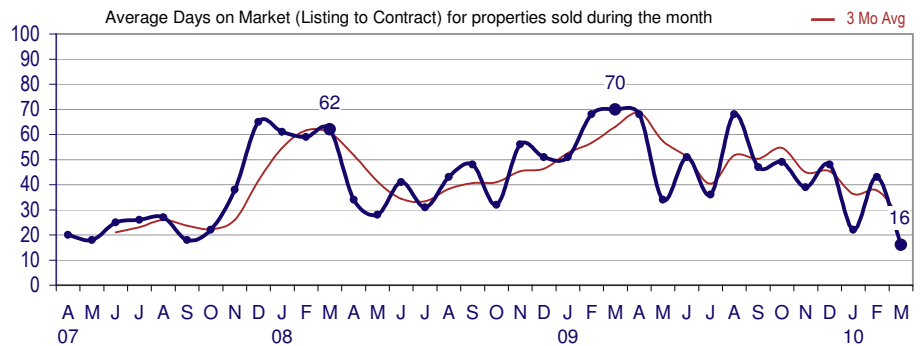


Price Range: All | Properties: Single Family

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 16, down -62.8% from 43 days last month and down -77.1% from 70 days in March of last year. The March 2010 DOM was at its lowest level compared with March of 2009 and 2008.

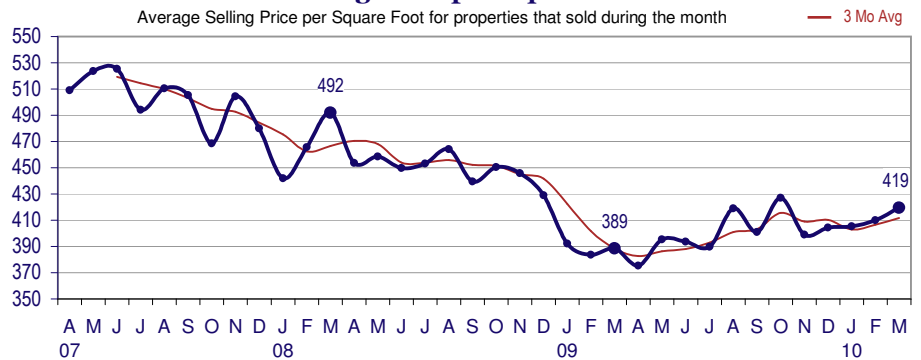
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$419 was up 2.3% from \$410 last month and up 7.9% from 389 in March of last year.

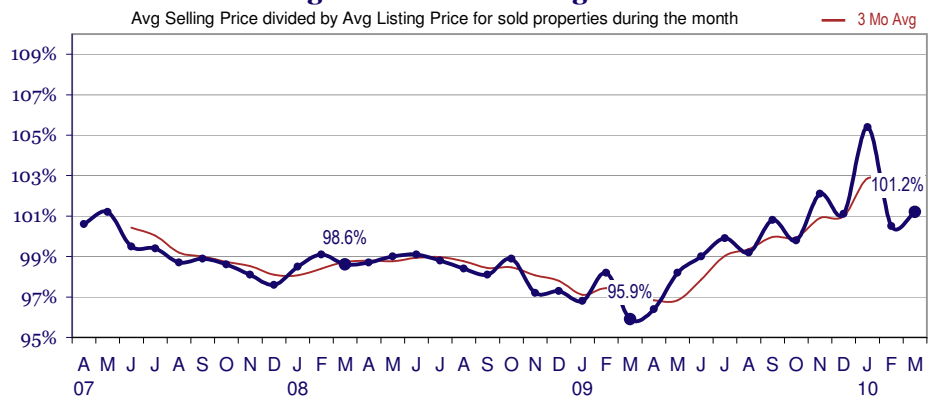
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2010 Selling Price vs Original List Price of 101.2% was up from 100.5% last month and up from 95.9% in March of last year.

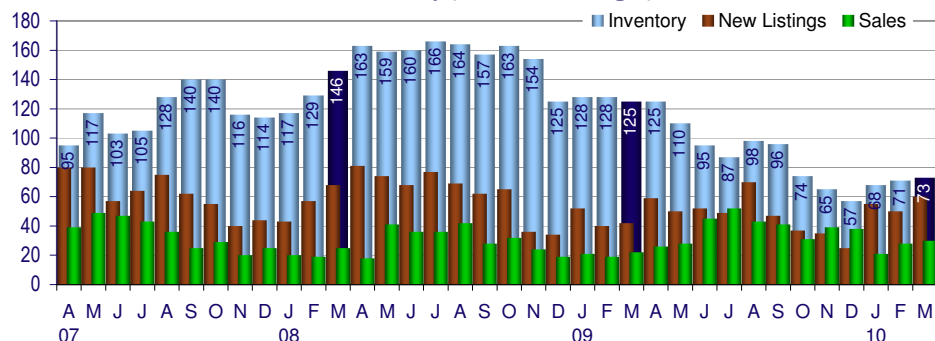
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2010 was 60, up 20.0% from 50 last month and up 42.9% from 42 in March of last year.

Inventory / New Listings / Sales



Zip Code: 95124

Price Range: All | Property Types: Single Family

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Homes Sold	39	49	47	43	36	25	29	20	25	20	19	25	18	41	36	36	42	28	32	24	19	21	19	22	26	28	45	52	43	41	31	39	38	21	28	30
3 Mo. Roll Avg			45	46	42	35	30	25	25	22	21	21	21	28	32	38	38	35	34	28	25	21	20	21	22	25	33	42	47	45	38	37	36	33	29	26

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Median Sale Price	780	774	755	781	787	810	755	758	775	737	700	720	736	702	745	703	708	618	687	639	685	535	550	561	470	612	599	615	640	640	609	615	588	601	626	640
3 Mo. Roll Avg			770	770	774	793	784	774	763	757	737	719	719	719	728	717	718	676	671	648	670	620	590	549	527	547	560	608	618	632	630	621	604	601	605	622

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Inventory	95	117	103	105	128	140	140	116	114	117	129	146	163	159	160	166	164	157	163	154	125	128	128	125	125	110	95	87	98	96	74	65	57	68	71	73
MSI	2	2	2	2	4	6	5	6	5	6	7	6	9	4	4	5	4	6	5	6	7	6	7	6	5	4	2	2	2	2	2	2	2	3	3	2

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Days on Market	20	18	25	26	27	18	22	38	65	61	59	62	34	28	41	31	43	48	32	56	51	51	68	70	68	34	51	36	68	47	49	39	48	22	43	16
3 Mo. Roll Avg			21	23	26	24	22	26	42	55	62	61	52	41	34	33	38	41	41	45	46	53	57	63	69	57	51	40	52	50	55	45	45	36	38	27

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Price per Sq Ft	509	524	525	494	510	505	469	504	480	442	466	492	454	459	450	453	464	439	450	446	429	392	384	389	375	395	394	390	419	401	427	399	404	405	410	419
3 Mo. Roll Avg			519	514	510	503	495	493	484	475	463	466	470	468	454	454	456	452	451	445	442	422	402	388	383	386	388	393	401	403	416	409	410	403	407	412

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Sale to List Price	1.006	1.012	0.995	0.994	0.987	0.989	0.986	0.981	0.976	0.985	0.991	0.986	0.987	0.990	0.991	0.988	0.984	0.981	0.989	0.972	0.973	0.968	0.982	0.959	0.964	0.982	0.990	0.999	0.992	1.008	0.998	1.021	1.011	1.054	1.005	1.012
3 Mo. Roll Avg			1.004	1.000	0.992	0.990	0.987	0.985	0.981	0.981	0.984	0.987	0.988	0.988	0.989	0.990	0.988	0.984	0.985	0.981	0.978	0.971	0.974	0.970	0.968	0.968	0.979	0.990	0.994	1.000	0.999	1.009	1.010	1.029	1.023	1.024

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
New Listings	80	80	57	64	75	62	55	40	44	43	57	68	81	74	68	77	69	62	65	36	34	52	40	42	59	50	52	49	70	47	37	35	25	55	50	60
Inventory	95	117	103	105	128	140	140	116	114	117	129	146	163	159	160	166	164	157	163	154	125	128	128	125	125	110	95	87	98	96	74	65	57	68	71	73
Sales	39	49	47	43	36	25	29	20	25	20	19	25	18	41	36	36	42	28	32	24	19	21	19	22	26	28	45	52	43	41	31	39	38	21	28	30

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Avg Sale Price	856	804	770	814	848	798	816	761	777	759	735	818	767	773	741	744	729	622	715	692	664	568	637	575	530	627	609	633	705	647	636	647	644	621	652	645
3 Mo. Roll Avg			810	796	811	820	821	792	785	766	757	771	774	786	760	752	738	698	688	676	690	642	623	593	581	577	589	623	649	662	663	644	643	637	639	639

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family

Data is provided courtesy of RE Infolink and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.